

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 1999-301-T - ORDER NO. 1999-729
OCTOBER 18, 1999

IN RE: Application of Advantage Relocation) ORDER ✓ MR
Systems, Inc. for a Class E Certificate of) GRANTING
Public Convenience and Necessity) CERTIFICATE

This matter comes before the Public Service Commission of South Carolina (the Commission) on the Application of Advantage Relocation Systems, Inc., (Advantage or the Company), 140 McLeod Drive, Columbia, SC 29203 (Mailing Address: Post Office Box 24081, Columbia, SC 29224) for a Class E Certificate of Public Convenience and Necessity to transport commodities as follows:

Household Goods, As Defined in R. 103-210(1):
Between points and places in South Carolina.

Pursuant to the instructions of the Executive Director, Advantage published a Notice of Filing in newspapers of general circulation, one time. The purpose of the Notice was to inform the public of the proper method to participate in the matter. Advantage furnished Affidavits of Publication to prove publication in the newspapers. No Protests or Petitions to Intervene were filed.

A hearing was held on September 30, 1999 at 2:30 PM in the offices of the Commission, with the Honorable Philip T. Bradley presiding. Advantage was presented

by David Popowski, Esq. The Company presented the testimony of E. Al Adams, Al Ford, Sr., Rick Jackson, John Gorsage, and Marcialettia Gibbs Grooms. The Commission Staff (the Staff) was represented by F. David Butler, General Counsel. The Staff presented no witnesses.

E. Al Adams, President of the Company, testified that he had been in the trucking business for his entire adult life, and worked in virtually every phase of the business. He has had 13 years of experience in the moving business. Adams noted that he possesses a 24-foot straight truck, and a tractor trailer, and he has contracts available on three additional trucks should he be granted authority from this Commission to move household goods. Adams testified that he had proper insurance coverages for his trucks, and that there are no judgments on file against his company. Adams also possesses storage space for his customers.

Al Ford, Sr. of Shaw Air Force Base testified that he is in charge of certain moves for the Air Force. Ford noted that in the last two years, the industry has lost several household goods carriers, and that there is a real need for another such carrier. In addition, there are a number of movers who no longer do military moves.

John W. Gorsage, Director of Human Resources for M.B. Kahn Construction Company testified. Kahn does construction projects statewide, and, accordingly, has to move its personnel and their families from job site to job site, or from office to job site throughout the State of South Carolina. Gorsage noted that it was difficult to get three estimates and the necessary movers within the time frame demanded by the Company, and that additional movers are needed by Kahn for their purposes.

Rick Jackson, an industrial sales and property manager for Centre Realty, testified that he assists customers by getting movers. The primary counties in South Carolina that he deals with are: Greenwood, Newberry, Richland, Lexington, Calhoun, Orangeburg, and Kershaw. Jackson stated that he has difficulty in procuring movers for his customers, and would recommend Advantage Relocation Systems, Inc. for moving purposes.

Marcialettia Gibbs Grooms, a Columbia realtor also testified. Like Jackson, Grooms states that she occasionally comes into contact with people who are unable to find movers. She helps them procure movers, and believes that there is a public need for another mover, especially in the Columbia area.

S.C. Code Ann. Section 58-23-590 (Supp. 1998) states that an Applicant must prove that it is fit, willing, and able to properly perform the proposed service, and that the proposed service, to the extent to be authorized by the certificate, is required by the present public convenience and necessity. Further, pursuant to our Regulation 103-133, the public convenience and necessity portion must be shown through the use of shipper witnesses. We believe that Advantage has met the statutory and regulatory criteria, and should be granted the requested authority.

We hold that Adams testimony shows that Advantage is fit, willing, and able to provide the service proposed. Adams has years of experience in the trucking and moving business, and the equipment to provide the requested service to the public. In addition, the shipper witnesses provided the necessary evidence for us to conclude that the service proposed is required by the present public convenience and necessity. We are especially impressed with the testimony of John W. Gorsage. Clearly, Mr. Gorsage has the need to

obtain household goods movers for statewide use. It is apparent that Mr. Gorsage cannot always find a mover available for his Company's employees and their families at the time such a mover is needed. Certainly, Advantage's various other shipper witnesses show the need for an additional mover throughout various parts of the State.

Accordingly, we find that Advantage is fit, willing, and able to serve between points and places in South Carolina. Further, as per Advantage's shipper witnesses, we believe that the public convenience and necessity in this case requires the granting of the Certificate for service between points and places in South Carolina.

IT IS THEREFORE ORDERED:

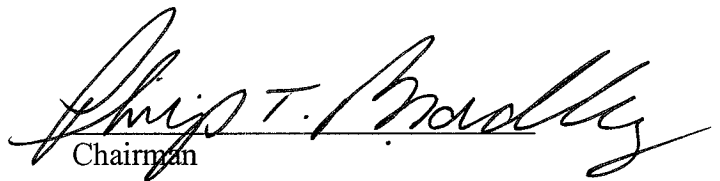
1. The Company is granted a Certificate of Public Convenience and Necessity to move household goods between points and places in South Carolina.
2. That the Applicant file the proper license fees and other information required by S.C. Code Ann. Section 58-23-10 et seq. (1976), as amended, and by R. 103-100 through 103-241 of the Commission's Rules and Regulations for Motor Carriers, S.C. Code Ann. Vol. 26 (1976), as amended, and R. 38-400 through 38-503 of the Department of Public Safety's Rules and Regulations for Motor Carriers, S.C. Code Ann. Vol. 23A (1976), as amended within sixty (60) days of the date of this Order, or within such additional time as may be authorized by the Commission.
3. That upon compliance with S.C. Code Ann. Section 58-23-10, et seq. (1976), as amended, and the applicable Regulations for Motor Carriers, S.C. Code Ann.

Vol. 26 (1976), as amended, a certificate shall be issued to the Applicant authorizing the motor carrier service granted herein.

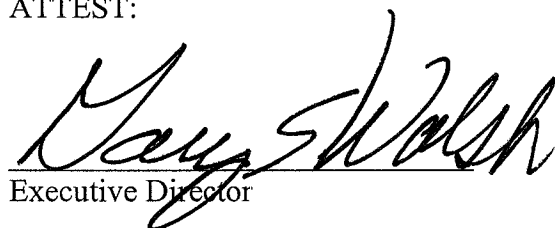
4. That prior to compliance with such requirements and receipt of a certificate, the motor carrier services authorized herein may not be provided.

5. That this Order shall remain in full force and effect until further Order of the Commission.

BY ORDER OF THE COMMISSION:


Chairman

ATTEST:


Executive Director

(SEAL)